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Motor trade sales
(Preliminary)

September 2010

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Contents

Summary of findings: Motor trade sales

Table A – Key figures for September 2010

Actual estimates	September 2010 (R million)	% change between September 2009 and September 2010	% change between July to September 2009 and July to September 2010	% change between January to September 2009 and January to September 2010
Motor trade sales	29 001	14,7	17,1	15,8

Seasonally adjusted estimates	September 2010 (R million)	% change between August and September 2010	% change between April to June 2010 and July to September 2010
Motor trade sales	28 966	-1,0	-0,4

Key findings for September 2010

Actual motor trade sales estimates

Table A indicates that the actual motor trade sales estimates for the third quarter of 2010 increased by 17,1% compared with the third quarter of 2009. Sales for the corresponding period in 2009 decreased by 11,8%.

The major contributors to the increase of 17,1% were new vehicle sales (40,7% and contributing 9,3 percentage points), used vehicle sales (17,8% and contributing 3,3 percentage points) and fuel sales (9,3% and contributing 2,4 percentage points) – see Table B.

Motor trade sales rose by 14,7% year-on-year in September 2010, the tenth consecutive positive growth rate recorded since December 2009 – see Table 2.

Seasonally adjusted motor trade sales

Seasonally adjusted motor trade sales for the third quarter of 2010 decreased by 0,4% compared with the second quarter of 2010, while sales between August and September 2010 decreased by 1,0% – see Table A.

Table B – Contribution of each type of activity to the percentage change in motor trade sales

Type of activity	July to September 2009 (R million)	Weight 1/	July to September 2010 (R million)	Difference in sales between July to September 2009 and July to September 2010 (R million)	% change between July to September 2009 and July to September 2010	Contribution (percentage points) to the % change in total sales 2/
New vehicle sales	17 485	22,9	24 610	7 125	40,7	9,3
Used vehicle sales	14 244	18,6	16 773	2 529	17,8	3,3
Workshop income	6 443	8,4	6 863	420	6,5	0,5
Income from the sales of accessories	14 482	18,9	15 724	1 242	8,6	1,6
Income from fuel sales	19 378	25,3	21 181	1 803	9,3	2,4
Income from convenience store sales 3/	4 441	5,8	4 401	-40	-0,9	-0,1
Total 4/	**76 473**	**100,0**	**89 550**	**13 077**	**17,1**	**17,1**

1/ Weight is the percentage contribution of each type of activity to the total motor trade sales for the three months up to the current month of the previous year.
2/ The contribution to the percentage change is calculated by multiplying the percentage change of each type of activity with the corresponding weight, divided by 100.
3/ Includes other sales and trading income.
4/ The figures have been rounded off. Therefore discrepancies may occur between the sums of the component items and totals.

Figure 1 below shows the seasonally adjusted and trend patterns for motor trade sales between January 2006 and September 2010.

Figure 1 – Total motor trade sales
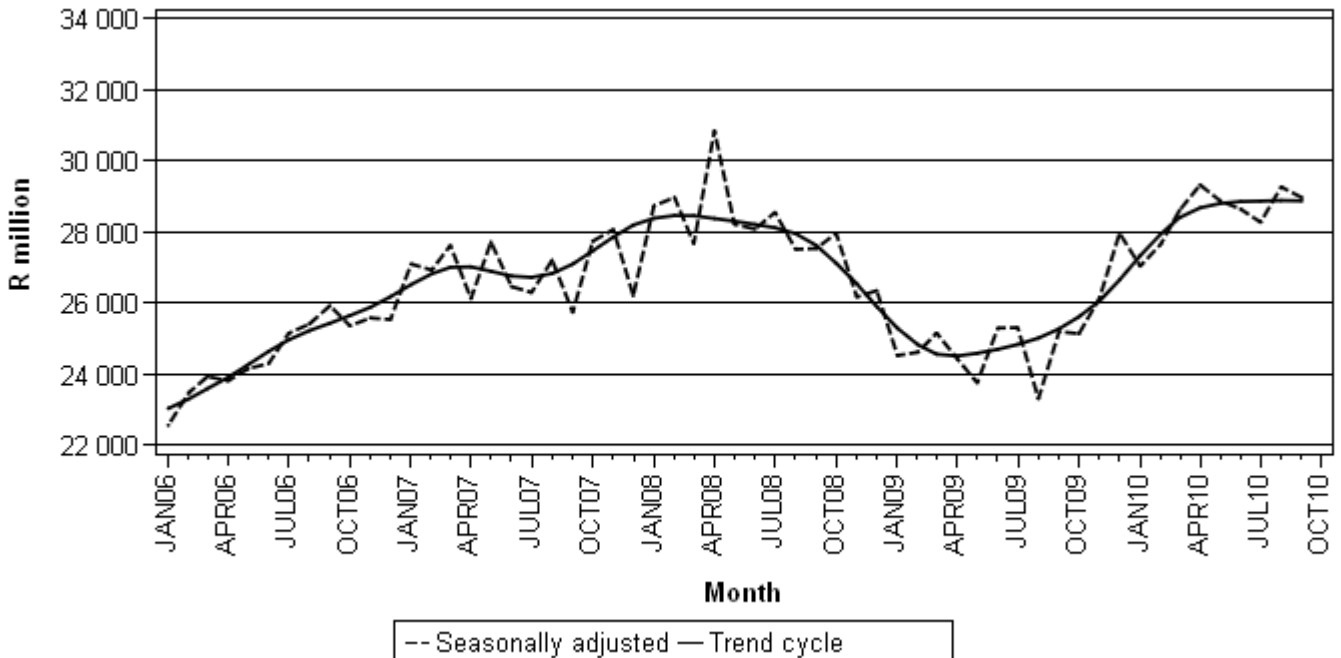
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Detailed results

Tables 1 and 2 show total motor trade sales and percentage changes over the period January 2003 – September 2010. Table 3 shows seasonally adjusted total motor trade sales over the same period.

Table 1 – Total motor trade sales (R million)

Month	2003	2004	2005	2006	2007	2008	2009[1]	2010[1]
January	14 997	17 212	18 778	21 802	25 890	27 229	23 139	25 460
February	14 938	16 310	18 833	22 678	26 041	28 068	23 861	26 796
March	14 772	16 529	19 702	23 835	27 829	28 215	25 762	29 309
April	14 051	15 444	20 103	21 902	24 001	28 326	22 477	27 029
May	14 959	18 997	21 439	24 468	27 924	28 251	23 669	28 666
June	15 038	18 349	21 197	23 766	25 827	27 416	24 705	28 007
July	16 740	19 482	22 592	26 429	27 728	30 178	26 774	29 934
August	15 393	19 395	23 055	26 499	28 452	28 827	24 419	30 615
September	15 880	19 851	22 863	26 368	26 061	27 717	25 280	29 001
October	16 865	19 551	22 643	26 156	28 736	29 049	26 208	
November	17 319	20 286	23 921	26 671	29 153	27 108	27 055	
December	16 915	20 464	22 296	25 021	25 718	25 932	27 586	
Total	**187 867**	**221 870**	**257 422**	**295 595**	**323 360**	**336 316**	**300 935**	

1/ Preliminary.

Table 2 – Percentage change in total motor trade sales 1/

Month	2003	2004	2005	2006	2007	2008	2009	2010
January	20,3	14,8	9,1	16,1	18,8	5,2	-15,0	10,0
February	15,4	9,2	15,5	20,4	14,8	7,8	-15,0	12,3
March	15,2	11,9	19,2	21,0	16,8	1,4	-8,7	13,8
April	6,4	9,9	30,2	8,9	9,6	18,0	-20,6	20,3
May	6,5	27,0	12,9	14,1	14,1	1,2	-16,2	21,1
June	12,2	22,0	15,5	12,1	8,7	6,2	-9,9	13,4
July	16,9	16,4	16,0	17,0	4,9	8,8	-11,3	11,8
August	3,0	26,0	18,9	14,9	7,4	1,3	-15,3	25,4
September	8,3	25,0	15,2	15,3	-1,2	6,4	-8,8	14,7
October	13,6	15,9	15,8	15,5	9,9	1,1	-9,8	
November	12,6	17,1	17,9	11,5	9,3	-7,0	-0,2	
December	18,9	21,0	9,0	12,2	2,8	0,8	6,4	
Total	**12,3**	**18,1**	**16,0**	**14,8**	**9,4**	**4,0**	**-10,5**	

1/ The percentage change is the difference between motor trade sales of the relevant month of the current year and the corresponding month of the previous year expressed as percentage.

Table 3 – Seasonally adjusted total motor trade sales (R million)

Month	2003	2004	2005	2006	2007	2008	2009	2010
January	15 305	17 557	19 247	22 565	27 101	28 735	24 525	27 040
February	15 164	16 760	19 469	23 481	26 927	28 970	24 619	27 656
March	15 070	16 856	20 020	23 935	27 623	27 674	25 157	28 605
April	15 146	16 665	21 776	23 814	26 127	30 844	24 434	29 324
May	14 760	18 723	21 096	24 155	27 717	28 219	23 760	28 880
June	15 210	18 659	21 655	24 301	26 465	28 082	25 298	28 642
July	16 204	18 743	21 609	25 150	26 297	28 550	25 309	28 275
August	14 951	18 761	22 181	25 410	27 207	27 512	23 312	29 266
September	15 582	19 443	22 382	25 926	25 743	27 536	25 197	28 966
October	16 478	19 075	22 040	25 363	27 740	27 962	25 140	
November	16 598	19 392	22 881	25 582	28 069	26 172	26 147	
December	17 200	20 847	22 791	25 538	26 211	26 351	27 965	

Table 4 shows motor trade sales by type of activity. The main income in the motor trade industry is derived from vehicle sales and fuel sales.

Table 4 – Motor trade sales by type of activity (R million) 1/

Year and month 2/		New vehicle sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenience store sales 3/	Total 4/
2008	January	8 719	4 784	1 858	3 960	6 205	1 702	27 229
	February	8 999	4 982	2 126	4 124	5 961	1 876	28 068
	March	8 688	4 972	1 945	3 882	6 534	2 195	28 215
	April	8 527	4 725	2 166	4 717	6 589	1 602	28 326
	May	8 053	4 871	2 150	4 137	7 167	1 872	28 251
	June	7 502	4 366	2 123	4 202	7 513	1 709	27 416
	July	8 362	5 087	2 350	4 666	7 771	1 942	30 178
	August	7 524	5 109	2 024	4 312	7 961	1 897	28 827
	September	7 227	4 782	2 127	4 483	7 111	1 988	27 717
	October	7 325	5 388	2 142	5 165	7 081	1 948	29 049
	November	6 624	5 118	1 910	4 628	6 970	1 859	27 108
	December	5 981	4 866	1 893	4 071	6 956	2 165	25 932
	Total	**93 531**	**59 050**	**24 814**	**52 347**	**83 819**	**22 755**	**336 316**
2009	January	5 486	4 258	1 826	4 639	5 446	1 484	23 139
	February	5 807	4 716	2 102	4 632	5 313	1 291	23 861
	March	6 351	4 943	2 133	4 823	5 944	1 568	25 762
	April	4 405	4 182	2 077	4 408	5 872	1 532	22 477
	May	4 755	4 803	2 005	4 723	5 963	1 421	23 669
	June	5 640	4 730	2 059	4 856	6 015	1 405	24 705
	July	6 218	5 083	2 258	5 088	6 603	1 525	26 774
	August	5 554	4 343	2 082	4 664	6 318	1 459	24 419
	September	5 713	4 818	2 103	4 730	6 457	1 457	25 280
	October	6 218	5 073	2 083	5 045	6 209	1 580	26 208
	November	6 624	5 044	2 165	5 092	6 480	1 650	27 055
	December	7 101	4 886	1 881	4 604	7 376	1 738	27 586
	Total	**69 872**	**56 879**	**24 774**	**57 304**	**73 996**	**18 110**	**300 935**
2010	January	6 388	4 625	1 995	4 560	6 420	1 473	25 460
	February	7 258	4 978	2 127	4 743	6 183	1 507	26 796
	March	8 343	5 152	2 299	5 322	6 572	1 622	29 309
	April	7 093	4 538	2 046	4 752	7 061	1 538	27 029
	May	7 509	5 011	2 361	5 086	7 163	1 537	28 666
	June	7 253	4 712	2 171	5 127	7 130	1 616	28 007
	July	8 068	5 450	2 381	5 379	7 130	1 526	29 934
	August	8 904	5 742	2 250	5 116	7 146	1 458	30 615
	September	7 638	5 581	2 232	5 229	6 905	1 417	29 001

1/ The types of activities in motor trade refer to the enterprises classified within the motor trade industry and engaged in the activities mentioned above.
2/ 2009 and 2010 figures are preliminary.
3/ Includes other sales and trading income.
4/ The figures have been rounded off. Therefore discrepancies may occur between the sums of the component items and totals.

Table 5 – Year-on-year percentage change in motor trade sales by type of activity 1/

Year and month		New vehicle sales	Used vehicle sales	Workshop income	Income from the sales of accessories	Income from fuel sales	Income from convenience store sales	Total
2008	January	-6,3	2,2	1,8	9,6	25,6	11,6	5,2
	February	0,6	-1,7	5,4	10,5	26,6	19,5	7,8
	March	-11,9	-4,7	-1,9	-2,3	29,9	24,1	1,4
	April	9,6	13,4	22,9	38,5	27,5	-6,9	18,0
	May	-11,3	-9,4	2,7	5,3	25,9	7,0	1,2
	June	-5,9	-10,3	7,9	14,4	33,4	-0,8	6,2
	July	-7,9	-2,0	17,3	21,9	34,2	6,0	8,8
	August	-20,4	-7,9	0,6	11,1	39,8	1,7	1,3
	September	-14,7	2,4	18,4	24,8	25,6	6,3	6,4
	October	-19,3	0,5	2,3	22,8	19,7	-6,4	1,1
	November	-27,7	-8,9	-12,5	14,0	17,2	-15,2	-7,0
	December	-19,3	14,0	1,1	26,6	4,4	-5,4	0,8
	Total	**-11,4**	**-1,6**	**5,1**	**16,1**	**25,4**	**2,6**	**4,0**
2009	January	-37,1	-11,0	-1,7	17,1	-12,2	-12,8	-15,0
	February	-35,5	-5,3	-1,1	12,3	-10,9	-31,2	-15,0
	March	-26,9	-0,6	9,7	24,2	-9,0	-28,6	-8,7
	April	-48,3	-11,5	-4,1	-6,6	-10,9	-4,4	-20,6
	May	-41,0	-1,4	-6,7	14,2	-16,8	-24,1	-16,2
	June	-24,8	8,3	-3,0	15,6	-19,9	-17,8	-9,9
	July	-25,6	-0,1	-3,9	9,0	-15,0	-21,5	-11,3
	August	-26,2	-15,0	2,9	8,2	-20,6	-23,1	-15,3
	September	-20,9	0,8	-1,1	5,5	-9,2	-26,7	-8,8
	October	-15,1	-5,8	-2,8	-2,3	-12,3	-18,9	-9,8
	November	0,0	-1,4	13,4	10,0	-7,0	-11,2	-0,2
	December	18,7	0,4	-0,6	13,1	6,0	-19,7	6,4
	Total	**-25,3**	**-3,7**	**-0,2**	**9,5**	**-11,7**	**-20,4**	**-10,5**
2010	January	16,4	8,6	9,3	-1,7	17,9	-0,7	10,0
	February	25,0	5,6	1,2	2,4	16,4	16,7	12,3
	March	31,4	4,2	7,8	10,3	10,6	3,4	13,8
	April	61,0	8,5	-1,5	7,8	20,2	0,4	20,3
	May	57,9	4,3	17,8	7,7	20,1	8,2	21,1
	June	28,6	-0,4	5,4	5,6	18,5	15,0	13,4
	July	29,8	7,2	5,4	5,7	8,0	0,1	11,8
	August	60,3	32,2	8,1	9,7	13,1	-0,1	25,4
	September	33,7	15,8	6,1	10,5	6,9	-2,7	14,7

1/ The year-on-year percentage change is the difference between the motor trade sales by type of activity of the relevant month of the current year and the corresponding month of the previous year expressed as a percentage.

Estimates and percentage changes in total motor trade sales

Tables 6.1 and 6.2 show the actual and seasonally adjusted estimates and percentage changes of motor trade sales.

Table 6.1 – Quarterly and annual cumulative estimates and percentage changes

Actual estimates	July to September 2009 (R million)	July to September 2010 (R million)	% change between July to September 2009 and July to September 2010	January to September 2009 (R million)	January to September 2010 (R million)	% change between January to September 2009 and January to September 2010
Motor trade sales	76 473	89 550	17,1	220 086	254 817	15,8

Table 6.2 – Seasonally adjusted estimates with monthly and quarterly percentage changes

Seasonally adjusted estimates	August 2010 (R million)	September 2010 (R million)	% change between August and September 2010	April to June 2010 (R million)	July to September 2010 (R million)	% change between April to June 2010 and July to September 2010
Motor trade sales	29 266	28 966	-1,0	86 846	86 507	-0,4

Explanatory notes

Introduction	1	Statistics South Africa (Stats SA) conducts a monthly survey covering enterprises in the motor trade industry (see 4 below). This survey is based on a sample drawn from 2010 Business Sampling Frame (BSF), which contains businesses registered for value added tax (VAT).
	2	Information for the latest month is estimated for respondents who have not reported by the cut-off date for production of results. These estimates will be revised in future statistical releases when their reported information becomes available. Motor trade sales estimates exclude value added tax (VAT).
Purpose of the survey	3	The results of the monthly motor trade sales survey are used to compile estimates of the gross domestic product (GDP) and its components, which are used in monitoring the state of the economy and formulation of economic policy. These statistics are also used in the analysis of comparative business and industry performance.
Scope of the survey	4	The survey collects information from a sample of enterprises in South Africa that are predominantly involved in motor trade. These enterprises include:

- motor vehicle dealers, filling stations and workshops;
- motor cycle dealers;
- spares and accessories;
- tyre dealers;
- automotive electricians;
- radiator repairs;
- panel beaters and spray painters;
- other specialised motor repair services; and
- other motor trade.

Classification	5	The 1993 edition of the *Standard Industrial Classification of all Economic Activities (SIC)*, Fifth Edition, Report No. 09-90-02, was used to classify the statistical units in the survey. The SIC is based on the 1990 *International Standard Industrial Classification of all Economic Activities (ISIC)* with suitable adaptations for local conditions. Each enterprise is classified to the industry which reflects its predominant activity. Statistics in this publication are presented at SIC group (four digits) level.
Response rate	6	The preliminary response rate for the survey on motor trade sales for September 2010 was 88,7%. The improved response rate for the survey on motor trade sales for August 2010 was 94,8%.
Statistical unit	7	The statistical unit for which information is compiled and published is the enterprise, defined as a legal unit or a combination of legal units that includes and directly controls all functions necessary to carry out its sales and service activities.
Survey methodology and design	8	The survey is conducted monthly. Questionnaires are sent to a sample of about 850 enterprises from a population of about 18 000 enterprises. Completed questionnaires are required to be returned to Stats SA within 10 days after the end of the reference month. Fax and telephone reminders are used to follow up non-responses.
	9	The value of sales is obtained monthly from the sample of about 850 enterprises, which was drawn in April 2010 from a population then of about 18 000 motor trade enterprises. The motor trade industry is divided into four size groups. The sample is drawn at the SIC four-digit level. All large and medium enterprises (size groups one and two), are completely enumerated. Simple random sampling is applied to small enterprises (size groups three and four). The total value of sales of the large and medium enterprises (size groups one and two) per classification group is added to the weighted totals of size groups three and four to reflect the total value of sales.

Weighting methodology	10	For those strata not completely enumerated, the weights to produce estimates are the inverse ratio of the sampling fraction, modified to take account of non-response in the survey. Stratum estimates are calculated and then aggregated with the completely enumerated stratum to form group estimates. These procedures, which are in line with international best practice, are described in more detail on the Stats SA website at http://www.statssa.gov.za/publications/publicationsearch.asp.
Seasonal adjustment	11	Seasonally adjusted estimates are generated each month, using the X-11 Seasonal Adjustment Program developed by the US Bureau of the Census, 1968. Seasonal adjustment is a means of removing the estimated effects of normal seasonal variation from the series so that the effects of other influences on the series can be more clearly recognised. Seasonal adjustment does not aim to remove irregular or non-seasonal influences, which may be present in any particular month. Influences that are volatile or unsystematic can still make it difficult to interpret the movement of the series even after adjustment for seasonal variations. Therefore the month-to-month movements of seasonally adjusted estimates may not be reliable indicators of trend behaviour.
Trend cycle	12	The trend is the long-term pattern or movement of a time series. The X-11 Seasonal Adjustment Program is used for smoothing seasonally adjusted estimates to estimates of the underlying trend cycle.
Reliability of estimates	13	Data presented in this publication are based on information obtained from a sample and are, therefore, subject to sampling variability; that is, they may differ from the figures that would have been produced if the data had been obtained from all enterprises in the motor trade industry in South Africa. Estimates are subject to sampling and non-sampling errors.
	14	Inaccuracies may occur because of imperfections in reporting by enterprises and errors made in the collection and processing of the data. Inaccuracies of this kind are referred to as non-sampling errors. Every effort is made to minimise non-sampling errors by careful design of questionnaires, testing them in pilot studies, editing reported data and implementing efficient operating procedures. Fluctuations may occur in consecutive months as a result of seasonal and economic factors.
Revised figures	15	Normally revised figures are due to respondents reporting revisions or corrections to their figures and late submission of their data to Stats SA. Preliminary figures are indicated in the relevant tables. Data are edited at the enterprise level.
Related publications	16	Users may also wish to refer to the following publications available from Stats SA • *Bulletin of Statistics* issued quarterly • *SA Statistics* issued annually
Rounding-off of figures	17	Where necessary, the figures in the tables have been rounded off to the nearest digit shown.
Symbols and abbreviations	18	BR Business Register BSF Business Sampling Frame GDP Gross domestic product ISIC International Standard Industrial Classification SIC Standard Industrial Classification of all Economic Activities SARS South African Revenue Service Stats SA Statistics South Africa VAT Value added tax * Revised - Figures not available

Technical note

Neyman Optimal allocation

A stratified random sample was drawn from the population of enterprises on Stats SA's business sampling frame (BSF). Strata were formed using a combination of Standard Industrial Classification and the measure of size classes for enterprises. The Neyman optimal allocation formula given below was used to allocate samples to each stratum.

$$n_h = \frac{N_h S_h}{\sum N_h S_h}$$

N_h and S_h are the stratum population size and the stratum variance respectively.

Neyman allocation formula not only allocates sample sizes to each stratum but also calculates the relative precision for each stratum as well as the relative precision for all strata. The relative precision for these strata did not exceed 5,6%.

Class limits

Enterprise size	Size group	Lower limits	Upper limits
Very small	4	0	18 000 000
Small	3	18 000 001	85 500 000
Medium	2	85 500 001	175 500 000
Large	1	175 500 001	

Glossary

Enterprise   The enterprise is a legal entity or a combination of legal units that includes and directly controls all functions necessary to carry out its sales activities.

Industry   An industry is made up of enterprises engaged in the same or similar kinds of economic activity. Industries are defined in the *System of National Accounts (SNA)* in the same way as in the *Standard Industrial Classification of all Economic Activities, Fifth Edition, Report No. 09-90-02 of January 1993 (SIC).*

Statistical unit   A statistical unit is a unit about which statistics are tabulated, compiled or published. The statistical units are derived from and linked to the South African Revenue Service (SARS) administrative data.

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